

Message Text

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SUBJECT: TECHNICAL SALES SEMINAR - MACHINE TOOLS FOR METALS

REF: (A) PRAGUE 1217, (B) USDOC 6778

1. DISCUSSION WITH OFFICIALS OF MAJOR CZECHOSLOVAK MACHINE TOOL MANUFACTURER REVEAL HIGH INTEREST IN PROPOSED TSS (REFTELS). GREATEST INTEREST, AS EXPECTED, IS IN HIGH TECHNOLOGY ITEMS SUCH AS NUMERICALLY CONTROLLED DEVICES. NOVEMBER IS EXCELLENT DATE FOR TSS HERE.

2. EMBOFF MET OLDRICH PELIKAN AND BEDRICK NEMECEK OF TOVARNY STROJIRENSKE TECHNIKY (TST) ON MAY 12. TST IS A TRUST OF ENTERPRISES WHICH PRODUCES COMPLETE RANGE OF MACHINE TOOLS AND METAL FORMING MACHINES, WOOD-WORKING MACHINES, AND TANNERY AND SHOE-MAKING MACHINES. PELIKAN SAID TST ACCOUNTED FOR 80 PERCENT OF TOTAL CZECHOSLOVAK MACHINE TOOL PRODUCTION.

3. NEW FIVE-YEAR PLAN CALLS FOR 55 PERCENT INCREASE IN MACHINE TOOL PRODUCTION AND 70 PER CENT INCREASE IN EXPORT OF MACHINE TOOLS. PELIKAN NOTED THAT CZECHOSLOVAKIA ENGAGED IN SEVERAL TURN-KEY PLANT PROJECTS IN DEVELOPING COUNTRIES AND TST IS USUAL MAJOR MACHINE TOOL SUB-CONTRACTOR. SOMETIMES, HE SAID, CZECHOSLOVAKS HAD TO SUB-CONTRACT TO WESTERN FIRMS FOR ITEMS NOT MADE IN COMECON COUNTRIES. HE CITED EXAMPLE
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OF PLANT IN INDIA WHICH HAD JAPANESE SUB-CONTRACTORS FOR

CERTAIN PHASES. PELIKAN SAID TST WOULD BE INTERESTED IN
US FIRMS FOR SIMILAR PROJECTS.

4. TST OFFICIALS WELL ACQUAINTED WITH US EXPORT
CONTROL REGULATIONS SO HIGH TECHNOLOGY SEMINAR COULD BE
PRESENTED WITHOUT RAISING FALSE HOPES. EMBASSY BELIEVES THAT
STATE-OF-THE-ART SEMINAR PAPERS WOULD BE ADVISABLE.

PERRY

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